

Message Text

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ACTION COME-00

INFO OCT-01 NEA-10 EB-07 ISO-00 /018 W

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P R 150426Z NOV 75

FM AMEMBASSY ISLAMABAD

TO SECSTATE WASHDC PRIORITY 2853

INFO AMCONSUL KARACHI

AMEMBASSY KABUL

UNCLAS ISLAMABAD 10583

E.O. 11652: N/A

TAGS: BEXP, PK

SUBJ: MAJOR PROJECT: INDUS HIGHWAY/LOWARI TUNNEL

REF: STATE 268687 (NOTAL)

1. EMBOFF DISCUSSED ESSENCE OF REFTTEL WITH INDUS SUPER HIGHWAY PROJECT MANAGER ON NOVEMBER 14 AND RECEIVED IMPRESSION THERE WOULD BE VERY LITTLE POTENTIAL FOR CE-TEC SERVICES. IQTIDAR AHMAD CHAUDHRI SAID THAT OFFICIALLY HE COULD STATE THAT ANY PROPOSAL FROM COMPETENT FIRM WOULD BE CAREFULLY REVIEWED BUT PERSONALLY HE KNEW THERE WAS LITTLE OPPORTUNITY FOR FURTHER FOREIGN ENGINEERING AND CONSULTANCY SERVICES. PAKISTAN HAD BEEN UNABLE TO FIND ANY MULTILATERAL FINANCIAL ASSISTANCE FOR THIS PROJECT AND, TO DATE, NO UNTIED BILATERAL AID. THEREFORE, CONSTRUCTION WILL LIKELY PROCEED SLOWLY, SEGMENT-BY-SEGMENT WITH PAKISTANI FIRMS PROVIDING ENGINEERING AND CONSTRUCTION. FOREIGN PROPOSALS WOULD BE CONSIDERED ONLY IF ANOTHER GOVERNMENT COULD OFFER AID OR LOAN ASSISTANCE ON A SEGMENT OF THE HIGHWAY. ROMANIA HAD OFFERED SUCH ASSISTANCE AND CONSEQUENTLY IS PROVIDING ALL ENGINEERING, EQUIPMENT AND CONSTRUCTION FOR ONE SEGMENT.

2. CHAUDHRI DID INDICATE THAT CONSTRUCTION EQUIPMENT AND EXPERTISE IN HIGHWAY CONSTRUCTION UNDER WATERLOGGING CONDITIONS, AND CONSTRUCTION PROJECT MANAGEMENT AND AUTO-
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MATED DESIGNING EQUIPMENT WERE AREAS IN WHICH SOME

OPPORTUNITY MIGHT REMAIN FOR U.S. FIRMS. BUT, ANY U.S. FIRMS OFFERING EQUIPMENT WOULD BE ASKED TO PROPOSE FINANCING. CHAUDHRI SAID THAT INGERSOL-RAND HAS OFFERED TO ARRANGE COMMERCIAL FINANCING FOR A PACKAGE INCLUDING ITS OWN EQUIPMENT AND THIS PROPOSAL IS RECEIVING VERY CAREFUL REVIEW.

3. EMBASSY WAS UNABLE TO CONTACT DIRECTOR, LOWARI TUNNEL ORGANIZATION WHO IS VISITING TUNNEL SITE. WE WERE INFORMED BY HIS OFFICE THAT A COL. SUBHI IS PRESENTLY IN THE UNITED STATES INVESTIGATING POSSIBLE SOURCES OF EQUIPMENT FOR THE PROJECT. CE-TEC MIGHT WISH TO CONTACT SUBHI THROUGH PAK EMBASSY.

4. EMBASSY RECOMMENDATION: EMBASSY IS NOT REPEAT NOT OPTIMISTIC CONCERNING OPPORTUNITY FOR CE-TEC ON THESE TWO PROJECTS. BOTH PROJECTS HAVE BEEN MOVING MORE SLOWLY DUE TO GOP FINANCIAL CONSTRAINTS. HOWEVER, PERSONAL CONTACT IS OFTEN VERY IMPORTANT IN COMMERCIAL ACTIVITIES IN PAKISTAN. IF GLUCKHERTZ BELIEVES IT WORTHWHILE TO MAKE THESE CONTACTS WITH ONLY LIMITED IMMEDIATE POTENTIAL FOR SALE, EMBASSY WOULD BE HAPPY TO ATTEMPT TO ARRANGE APPOINTMENTS. SUGGEST GLUCKHERTZ CONTACT EMBASSY KABUL DURING AFGHANISTAN VISIT. IF WE RECEIVE ANY NEW INFORMATION, WE WILL PASS TO THROUGH KABUL.

BYROADE

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 15 NOV 1975
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Authority: n/a
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 JAN 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1975ISLAMA10583
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: D750398-0546
From: ISLAMABAD
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1975/newtext/t19751140/aaaabjke.tel
Line Count: 87
Locator: TEXT ON-LINE, ON MICROFILM
Office: ACTION COME
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: 75 STATE 268687
Review Action: RELEASED, APPROVED
Review Authority: izenbei0
Review Comment: n/a
Review Content Flags:
Review Date: 28 AUG 2003
Review Event:
Review Exemptions: n/a
Review History: RELEASED <28 AUG 2003 by chicheje>; APPROVED <17 FEB 2004 by izenbei0>
Review Markings:

Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
06 JUL 2006

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: MAJOR PROJECT: INDUS HIGHWAY/LOWARI TUNNEL
TAGS: BEXP, PK
To: STATE
Type: TE
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 06 JUL 2006